

Message Text

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PAGE 01 STATE 033122

41

ORIGIN COME-00

INFO OCT-01 ISO-00 EB-07 ARA-10 STR-04 SP-02 CIAE-00

INR-07 NSAE-00 /031 R

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COM/BIC/OIM (INFO COPY)

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R 110016Z FEB 76

FM SECSTATE WASHDC

TO AMEMBASSY BUENOS AIRES

UNCLAS STATE 033122

E.O. 11652: N/A

TAGS: 3ENC, AR

SUBJECT: FREDERICK ELECTRONICS BID TO IMPRESSA

1. FREDERICK ELECTRONICS CONTACTED MEPD AND REQUESTED

WE ADVISE EMBASSY BUENOS AIRES OF THEIR INTEREST IN OBTAINING A CONTRACT APPROXIMATING 10 MILLION DOLLARS WITH EMPRESSA FOR COMPUTERIZED ELECTRONIC TELEX EXCHANGE. FREDERICK IS A SUBSIDIARY OF PLANTRONICS OF SANTA CLARA, CALIFORNIA.

2. THE BIDS FOR THIS PROJECT ARE SCHEDULED TO BE OPENED FEBRUARY 14. THE REQUEST FOR BIDDING WAS SENT OUT SEVERAL MONTHS AGO. FREDERICK ELECTRONICS IS REPRESENTED IN ARGENTINA BY WESTEC WHO MAY PREVIOUSLY HAVE CONTACTED EMBASSY. THEY ALSO HAVE A MR. FOGEL VISITING BUENOS AIRES TO FOLLOW THIS NEGOTIATION TO COMPLETION.

3. FREDERICK ELECTRONICS SAYS THEY ARE UNAWARE OF ANY
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PAGE 02 STATE 033122

OTHER U.S. BIDDER AND ARE BIDDING "STATE OF THE ART."
MEPD AND FREDERICK WILL APPRECIATE EMBASSY'S FOLLOWING

NEGOTIATIONS AND ANY SUGGESTIONS AS TO HOW TO INCREASE U.S.
CHANCES AT THIS BUSINESS. INGERSOLL

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Message Attributes

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Disposition Approved on Date:
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